



# **UNITED STATES**

**CURITIES AND EXCHANGE COMMISSION** Washington, D.C. 20549

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### **ANNUAL AUDITED REPORT FORM X-17A-5 PART III**

### **FACING PAGE**

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING	01/01/05	AND ENDING	12/31	1/05
	MM/DD/YY	<del>-</del>	MM/DI	D/YY
	A. REGISTRANT IDENTIF	ICATION		
NAME OF BROKER-DEALER:				
		/	OFFICIAL US	E ONLY
Heartland Investor Services, LLC			FIRM ID.	NO.
ADDRESS OF PRINCIPAL PLACE OF BUSINES	SS: (Do not use P.O. Box No.)			·
100 Summer Street, Suite 1500				
; ; ;	(No. and Street)			ì
Boston	MA		02110	
(City)		(State)		Zip Code)
NAME AND TELEPHONE OF PERSON TO COM	NTACT IN REGARD TO THI	S REPORT		
J. Edward Pike		614-470-8	280	
		(Area Code - Teleph		
	D ACCOUNTANT IDENTII	TCATION.	BBBBBBBB	
	B. ACCOUNTANT IDENTIF	HCATION	<u>-PROCESSE</u> E	<u> </u>
INDEPENDENT PUBLIC ACCOUNTANT whose	e opinion is contained in this R	eport*	JUN 3 2 2006 A	
			<i>F</i>	
PricewaterhouseCoopers (Name - if individual, state last, first, middle name)			THOMSON FIN. WOLVIL	
(Name – ij inaiviauai, siale iasi, jirsi, miaale name)				
100 East Broad Street	Columbus			215
(Address)	(City)	SECURITIES A	ND EXCHANGE COMMISSION	(ode)
CHECK ONE:	,	F	RECEIVED	į
☐ Certified Public Accountant		l		ł
Public Accountant		MAI	R <b>3</b> 1 2006	l
Accountant not resident in United	States or any of its possession	1		
		DIVIVOR	OF REGISTRATIONS	
	FOR OFFICIAL USE ONL	Y 02 EX	AMINATIONS	
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<u> </u>	· ····································			Q >
*Claims for exemption from the requirement that	the annual report be covered	by the opinion of an	independent public ac	countant must b
supported by a statement of facts and circumstance	es relied on as the basis for the	exemption. See section	n 240.17a-5(e)(2).	<del> </del>

SEC 1410 (3-91)

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### **OATH OR AFFIRMATION**

supp corr	orting	vard Pike, swear (or affirm) that, to the best of my knowledge and belief the accompanying financial statement and g schedules pertaining to the firm of Heartland Investor Services, LLC, as of December 31, 2005, are true and further swear (or affirm) that neither the company nor any partner, proprietor, principal officer or director has any y interest in any account classified solely as that of a customer, except as follows:
	ARIA TE OF	DIANE R. WENDEL BAKER  Notary Public, State of Ohio  My Commission Expires 08-20-06  Financial and Operations Principal  Title  Notary Public
	(a) (b) (c) (d) (e) (f) (g)	rt** contains (check all applicable boxes): Facing page. Statement of Financial Condition. Statement of Income (Loss). Statement of Changes in Financial Condition. Statement of Changes in Stockholders' Equity or Partners' or Sole Proprietor's Capital Statement of Changes in Liabilities Subordinated to Claims of Creditors Computation of Net Capital Computation for Determination of Reserve Requirements Pursuant to Rule 15c3-3. Information Relating to the Possession or Control Requirements Under Rule 15c3-3. A Reconciliation, including appropriate explanations, or the Computation of Net Capital Under Rule 15c3-1 and the Computation for Determination of the Reserve Requirements Under Exhibit A of Rule 15c3-3. A Reconciliation between Audited and Unaudited Statement of Financial Condition with respect to methods of
	(m) (n) (o)	consolidation.  An Oath or Affirmation.  A Copy of the SIPC Supplemental Form.  A report describing any material inadequacies found to exist or found to have existed since the date of the previous audit. Statement of Cash Flows.  Inditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).



#### Report of Independent Auditors

PricewaterhouseCoopers LLP 100 East Broad Street, Suite 2100 Columbus OH 43215 Telephone (614) 225 8700 Facsimile (614) 224 1044

To the Board of Directors and Member of Heartland Investor Services, L.L.C.

In our opinion, the accompanying statement of financial condition and the related statements of operations, of changes in member's equity and of cash flows, present fairly, in all material respects, the financial position of Heartland Investor Services, L.L.C. (a wholly owned subsidiary of The BISYS Group, Inc.) (the "Company") at December 31, 2005, and the results of its operations, changes in its member's equity and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit of these statements in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, and evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

The Company is a member of a group of affiliated companies and, as disclosed in the financial statements, has extensive transactions and relationships with its affiliates. Because of these relationships, it is possible that the terms of these transactions are not the same as those that would result from transactions among unrelated parties.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The supplemental schedules on pages 8 and 9 are presented for purposes of additional analysis and are not a required part of the basic financial statements, but are supplementary information required by Rule 17a-5 under the Securities Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

March 27, 2006

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(A wholly owned subsidiary of The BISYS Group, Inc.)

## Statement of Financial Condition

**December 31, 2005** 

Assets Cash and cash equivalents Other receivable Receivable from affiliates Prepaid expenses	\$ 1,521,155 5,000 129,240 69,159
Total assets	\$ 1,724,554
Liabilities and Member's Equity Liabilities	
Accrued distribution related expenses Other accrued liabilities	\$ 656,533 47,502
Total liabilities	704,035
Member's equity	
Contributed interest	330,000
Retained earnings	690,519
Total member's equity	1,020,519
Total liabilities and member's equity	\$ 1,724,554

(A wholly owned subsidiary of The BISYS Group, Inc.)

Statement of Operations
Year Ended December 31, 2005

Revenues	
Distribution fees	\$ 3,951,792
Distribution platform fees	387,325
Interest income	1,372
Sale of securities	381
Other income	88,611
Total revenues	4,429,481
Expenses	·
Distribution and distribution related expense	3,976,378
Administrative service fee to affiliate	3,200
Intangibles tax	8,422
Other	145,175
Total expenses	4,133,175
Income before income taxes	296,306
Income taxes	103,707
Net income	\$ 192,599

The accompanying notes are an integral part of these financial statements.

(A wholly owned subsidiary of The BISYS Group, Inc.)
Statement of Changes in Member's Equity
Year Ended December 31, 2005

	Contributed Retained Interest Earnings		Total Member's Equity		
Balances at December 31, 2004	\$	330,000	\$ 497,920	\$	827,920
Net income			 192,599		192,599
Balances at December 31, 2005	\$	330,000	\$ 690,519	\$	1,020,519

(A wholly owned subsidiary of The BISYS Group, Inc.)
Statement of Cash Flows

Year Ended December 31, 2005

Cash flows from operating activities  Net income  Adjustments to reconcile net income to net cash provided by operating activities	\$ 192,599
Decrease in distribution fees receivable	108,000
Increase in other receivable	(5,000)
Decrease in receivable from affiliates	142,701
Decrease in prepaid expenses	8,316
Decrease in accrued distribution related expenses	(289,232)
Increase in other accrued liabilities	 40,879
Net cash provided by operating activities	198,262
Cash flows provided by investing activities Proceeds from sale of investments	3,060
Net cash provided by investing activities	 3,060
Net increase in cash and cash equivalents	 201,322
Cash and cash equivalents at beginning of year	 1,319,833
Cash and cash equivalents at end of year	\$ 1,521,155
Supplemental disclosures of cash flow information Cash paid during the year for income taxes	\$ 164,818

A wholly owned subsidiary of The BISYS Group, Inc.)
Notes to Financial Statements
December 31, 2005

#### 1. Organization

Heartland Investor Services, L.L.C. (the "Company") is a wholly owned subsidiary of The BISYS Group, Inc. ("BISYS"). The Company is registered with the Securities and Exchange Commission ("SEC") as a broker-dealer and is a member of the National Association of Securities Dealers, Inc. ("NASD").

The Company serves as a distributor and principal underwriter to Heartland Mutual Funds (the "Funds") and, as a result, substantially all of the Company's revenues are earned from the Funds.

#### 2. Significant Accounting Policies

#### Cash and Cash Equivalents

The Company considers all short-term investments with an original maturity of three months or less to be cash equivalents. The Company maintains cash deposits in two banks which, from time to time, exceed the amount of deposit insurance available. Management periodically assesses the financial condition of the institutions and believes that any potential credit loss is minimal.

#### Revenue Recognition

Distribution fees represent 12b-1 fees paid by the Funds pursuant to the Distribution Agreement (the "Agreement") between the Funds and the Company. Fees earned by the Company are principally determined based on average daily net assets of the Funds and are accrued monthly.

Distribution platform fees are fees earned from the Funds' investment advisor for providing ongoing management and oversight of distributor activities. These fees were based on a percentage of assets through August. Starting in September, the fee is a fixed amount per month. These fees are billed and earned monthly.

#### **Distribution Expense**

Distribution expense represents 12b-1 fees paid to other broker-dealers which originally sold the Fund's shares that generated the distribution fees pursuant to the Agreement. Distribution fees not paid to selling brokers are used to support other distribution related activities as allowed under the Distribution Plan. Allowable distribution related expenses include, but are not limited to, the printing of prospectuses and reports used for sales purposes, advertisements, expenses of preparation and printing of sales literature, expenses associated with electronic marketing and sales media and communications, and other sales or promotional expenses.

#### **Income Taxes**

BISYS and its affiliates file a consolidated Federal income tax return that includes the Company. BISYS apportions Federal income tax expense or benefit among all the affiliates based on their taxable income or loss, using corporate statutory rates adjusted for the effect of any temporary differences of the Company. There are no state income taxes payable by the Company.

#### **Use of Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and

(A wholly owned subsidiary of The BISYS Group, Inc.)
Notes to Financial Statements
December 31, 2005

liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the period. Actual results could differ from those estimates.

#### 3. Related-Party Transactions

During the year ended December 31, 2005, BISYS provided various services to the Company, such as use of office facilities, equipment, personnel and other administrative services. BISYS charges the Company an administrative service fee for these services designed to cover the costs of providing such services. The administrative service fee would not necessarily be the same if an unrelated party provided these services to the Company.

#### 4. Net Capital Requirement

As a registered broker-dealer engaged in the sale of redeemable shares of registered investment companies and certain other share accounts, the Company is subject to the SEC's Uniform Net Capital Rule 15c3-1 (the "Rule"), which requires the maintenance of minimum net capital, and requires that the ratio of aggregate indebtedness to net capital, shall not exceed 15 to 1. At December 31, 2005, the Company had net capital under the Rule of \$820,775, which was \$773,816 in excess of its minimum required net capital of \$46,959. The Company's ratio of aggregate indebtedness to net capital at December 31, 2005 was .86 to 1.

#### 5. Regulatory Compliance

The Company has claimed exemption from the provisions of SEC Rule 15c3-3 under Subparagraph (k)(1)—all customer transactions are limited to the sale and redemption of redeemable securities of registered investment companies and the Company does not handle customer funds.

#### 6. Contracts

The Company has an Agreement with the Funds under which it provides distribution services. The Agreement continues in effect until terminated by either party. The Company receives 12b-1 fees on Funds' shares sold in prior years which are still outstanding.

The Company enters into sales agreements with various selling broker-dealers related to the sale of the shares of the Funds. The Company pays these broker-dealers distribution expense (12b-1 fees) as outlined in their respective agreements.

The Company has a Distributor Services Agreement with the Funds' investment advisor for which the Company provides ongoing management and oversight of distributor activities. The revenue is realized as platform fees. The agreement contains a fixed monthly fee for certain services along with a menu of additional services priced per item. The Agreement continues in effect until terminated by either party.

(A wholly owned subsidiary of The BISYS Group, Inc.)

## Supplemental Schedule—Computation of Net Capital Under Securities and Exchange Commission Rule 15c3-1

**December 31, 2005** 

Total member's equity from statement of financial condition Deductions - nonallowable assets			\$ 1,020,519
Receivable from affiliates		129,240	
Prepaid expenses		69,159	198,399
Haircut on investments-money market			 1,345
Net capital			820,775
Net capital requirement (greater of 6-2/3% of aggregate indebtedness or \$5,000)			 46,959
Excess net capital			\$ 773,816
Total aggregate indebtedness	:		\$ 704,035
Percentage of aggregate indebtedness to net capital			86%

#### Statement Pursuant to Paragraph (d)(4) of Rule 17a-5

There are no material differences between the net capital as shown above and the corresponding computation prepared by the Company for inclusion in its unaudited amended Part II A FOCUS Report amended filing as of December 31, 2005 that was filed on March 29, 2006.

(A wholly owned subsidiary of The BISYS Group, Inc.)

Supplemental Schedule—Determination of Reserve Requirements and Information Relating to Possession or Control Requirements Under Securities and Exchange Commission Rule 15c3-3

December 31, 2005

The Company claims exemption under the exemptive provisions of Rule 15c3-3 under Subparagraph (k)(1)—all customer transactions are limited to the sale and redemption of redeemable securities of registered investment companies and the Company does not handle customer funds.



PricewaterhouseCoopers LLP 100 East Broad Street, Suite 2100 Columbus OH 43215 Telephone (614) 225 8700 Facsimile (614) 224 1044

### Report of Independent Auditors on Internal Control Pursuant to Securities and Exchange Commission Rule 17a-5

To the Board of Directors and Member of Heartland Investor Services, L.L.C.

In planning and performing our audit of the financial statements and supplemental schedules of Heartland Investor Services, L.L.C. (a wholly owned subsidiary of The BISYS Group, Inc.) (the "Company") for the year ended December 31, 2005, we considered its internal control, including control activities for safeguarding securities, in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on internal control.

Also, as required by Rule 17a-5(g)(1) of the Securities and Exchange Commission (the "SEC"), we have made a study of the practices and procedures followed by the Company, including tests of compliance with such practices and procedures, that we considered relevant to the objectives stated in Rule 17a-5(g), in the following:

- 1. Making the periodic computations of aggregate indebtedness and net capital under Rule 17a-3(a)(11); and
- 2. Determining compliance with the exemptive provisions of Rule 15c3-3.

Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

- 1. Making the quarterly securities examinations, counts, verifications, and comparisons, and the recordation of differences required by Rule 17a-13;
- 2. Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System; and
- 3. Obtaining and maintaining physical possession or control of all fully paid and excess margin securities of customers as required by Rule 15c3-3.

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of control and of the practices and procedures referred to in the preceding paragraph, and to assess



whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable, but not absolute, assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition, and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in accordance with accounting principles generally accepted in the United States of America. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in internal control or the practices and procedures referred to above, errors or fraud may occur and not be detected. Also, projection of any evaluation of internal control to future periods is subject to the risk that controls may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

Our consideration of internal control would not necessarily disclose all matters in internal control that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of one or more of the specific internal control components does not reduce to a relatively low level the risk that error or fraud in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving internal control, including procedures for safeguarding securities, that we consider to be material weaknesses as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at December 31, 2005 to meet the SEC's objectives.

This report is intended solely for the information and use of the Board of Directors, management, the SEC, the National Association of Securities Dealers, Inc., and other regulatory agencies that rely on Rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

March 27, 2006

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